

**Queen Anne's Health Department  
Alcohol & Drug Abuse Services**



**Request of Interest  
Outpatient Behavioral Health  
Outpatient Treatment**

**FY 2013**

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Prepared By: Gary B. Fry, Director of Behavioral Health

Date: 10/1/2012

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The Queen Anne's County Health Department (QAHD) seeks to expand and enhance behavioral health services for Adolescents, Families, and Adults who are citizens of Queen Anne's County, Maryland.

This Request of Interest (ROI) is issued as a means of discovery and information gathering. This ROI is for planning purposes only and should not be construed as a solicitation nor should it be construed as an obligation on the part of the QAHD to make any purchases. This ROI should not be construed as a means to pre-qualify vendors. Interested parties will specify the maximum treatment capacity that is available to the QAHD. QAHD may request that offers provide less treatment capacity than the number of treatment capacity proposed by the offerer.

Providers will be requested to accept referrals from various sources including QAHD, juvenile justice system, self-referrals, community providers, Board of Education, Teen Court, and other mental health and substance use disorder clients, etc. [once QAHD has completed a Comprehensive Behavioral Health Assessment](#). Providers will use the Statewide Maryland Automated Record Tracking (SMART) computer system to enroll substance abuse clients, document services and refer them to treatment. Providers will report back to QAHD on whether clients kept their intake appointments, and whether clients were admitted to treatment. Providers will conduct outreach to clients before the intake appointment to remind clients of the appointment date and time, and, in cases where clients do not keep their intake appointment, providers will follow-up with clients to re-schedule the appointment or refer clients back to QAHD. Consistent with recent trends in the behavioral health services field, all services are expected to be consumer-driven, recovery-oriented, and guided by best practices and treatment outcomes. Additionally, services are to be delivered in a manner which is culturally and linguistically competent, gender-specific, and individualized. The presence of co-occurring disorders among clients should be considered by providers to be an expectation and not an exception. Proposals must demonstrate providers' capacity to screen for mental health and/or substance use disordered problems and take appropriate actions to ensure clients receive necessary care.

Providers are expected to meet a set of performance standards including but not limited to utilization of funded treatment capacity, retention of clients in treatment, continuity of care among IOP clients, reduced substance use, reduced criminal activity, and increased employment among clients. QAHD will work with providers to implement strategies to improve the achievement of these performance standards among individual providers.

In order to be consistent with best practices in health care financing, and to help providers be competitive in these ever tightening fiscal markets, QAHD may change the method of payment during the course of the contract.

Interested parties must have an electronic medical records system in place or in planning to ensure competent handling of client recordkeeping and data management. In addition billing systems or procedures are required in order to appropriately manage the financial responsibilities in this existing environment. Interested parties will also be required to have licenses and/or certifications from the Maryland DHMH, Office of Healthcare Quality and/or National Accreditation or plans to reach Accreditation before the year 2015.

QAHD is most interested in providers who can (or will be able to) offer a comprehensive range of integrated mental health and substance use disorders services. Providers will initiate a comprehensive integrated assessment of the concerns and issues presented by clients upon initial contact with the agency, and development of a comprehensive integrated treatment plan for each client.

**COUNTY DEMOGRAPHICS:**

Population:	47,958
Mental Health Providers	3,651:1
AIDS	96
Uninsured Adults	15%
With Health Insurance	90.4%
Private Insurance	81.5%
Public Coverage	23.0%
No Health Insurance	9.6%
People below Poverty Level	4%

## **ROI RELATED QUESTIONS / CLARIFICATIONS / SUBMISSION**

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All questions related to this ROI should be directed to

**Gary B. Fry, Director of Behavioral Health**

**410-758-1306**

**[Gary.fry@maryland.gov](mailto:Gary.fry@maryland.gov)**

### **Liabilities of Agency**

This ROI is only a request for information about potential products / services and no contractual obligation on behalf of The Queen Anne's Health Department whatsoever shall arise from the ROI process.

This ROI does not commit The Queen Anne's Health Department to pay any cost incurred in the preparation or submission of any response to the ROI.

### **Confidentiality & ROI Ownership**

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**ROI Ownership:** All responses to the ROI will be confidential and will become the property of The Queen Anne's Health Department and will not be returned.

### **Response Format**

- Narrative describing the programs services, the behavioral health experience and the integration of behavioral health services.
- Information Technology including billing, electronic health records
- Plans to seek Maryland Certification and National Accreditation by what timeframes
- Capabilities to develop services in Queen Anne's County with a detailed timeframe.

Vendors must ensure that the information is delivered to the following address on or before **October 31, 2012**

- **Queen Anne's Health Department**  
**Attn: Gary B. Fry, Director of Behavioral Health**  
**206 N. Commerce Street**  
**Centreville, Maryland 21617**
- Any notices with respect to this ROI should also be mailed to the above Contact and Address.

## **PARTICIPATION**

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All vendors confirming their participation should send a Letter of Interest to the attention of:

**Queen Anne's Health Department**

**Attn: Gary B. Fry, Director of Behavioral Health**

**206 N. Commerce Street**

**Centreville, Maryland 21617**

**[Gary.fry@maryland.gov](mailto:Gary.fry@maryland.gov)**

**\*\* ROI: FY 2013**

### **Program Checklist**

Current OHCQ Certification    ☐ OP Mental Health    ☐ OP SUD

Ownership    ☐ Private for-profit    ☐ Private Not-for-profit

EHR Capability    ☐ Current    ☐ Planned    Operational by: \_\_\_\_\_

MA provider    ☐ Current    ☐ Planned    by: \_\_\_\_\_

Current location in Queen Anne's County    YES ☐    NO ☐

Planned location within Queen Anne's County    Operational by: \_\_\_\_\_